DEFENSE LOGISTICS AGENCY

AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY











DLA Aviation REVERSE AUCTION PROGRAM

Industry Day Briefing

19 April 2016



Objectives

To Discuss:

Reverse Auction Overview

Highlight of Procurex Tool



Why Reverse Auction?

- Reverse Auction is a pricing tool
 - Allows offerors to submit real-time, electronic bids in response to competitive solicitations during the negotiation phase
- Reverse Auction establishes the final price offered
 - Does not change the evaluation or award process



Overview

- The Reverse Auction tool may be used in a wide range of circumstances including:
 - Pricing of competitive commercial and non-commercial items
 - Long term and one time buys
 - Competing Delivery Orders
- Used in acquisitions > \$150K
 - Fully Competitive or Multiple Sources identified
 - Two or more acceptable offers



Overview (Continued)

- Requirements of the Reverse Auction Provision 52.215-9023(d):
 - Offerors agree to participate in the auction
 - Prices may be publicly disclosed <u>during</u> the auction
 - Identities will remain anonymous
 - Offerors are not required to revise their price during the auction
- Exceptions to the Reverse Auction Provision
 - Written exceptions render the proposal unacceptable, or bids non-responsive
 - Offer will not be evaluated further



Overview (Continued)

Offered Prices:

- Lowest price is disclosed to all auction participants
- Number of participants is not disclosed
- Identities will remain anonymous

Offers of the Same Price:

- Reverse Auction tool identifies the 'Lead' / 'Not-Lead'
 - Lead offeror sees only their bid; Not-Lead will see the identical price
 - Lead offeror is considered the low bid
 - DLA revised provision to prohibit tie offers / bids



Overview (Continued)

- After the Auction:
 - Final Offered Prices will be used
 - All Evaluation Factors will be utilized as cited in the solicitation
 - Award decision will be based on the "Best Value" to the Government, not always the lowest offered price.
- Source Selection process is not changed



Highlights of the Reverse Auctioning Pricing Tool (RAPT)

"Procurex Inc RAPT"





DLA Aviation



Accessing Procurex Sourcing Site

- Navigate to <u>dla.procurexInc.com</u>
 - Login by entering your email and password
 - If you want to register in advance, you may do so at the Procurex website -"Register Your Company"
 - See Seller 'Software Training' Guide for more instructions

Reminders:

 Allow for Procurex emails to come to your inbox—prevent them from going to SPAM Email updates will be sent when changes are made to a scheduled auction



Accessing Procurex Sourcing

- Buyers may load you in advang thinkite you to an auction
- The initial Procurex Inc. email invitation will:
 - Notify you of an event
 - The buyers personal invitation code will be included in the email, which enables Procurex to inform you via email once they approve you as a new supplier.
 - At this point you will receive an email from Procurex providing you with a temporary password which you can use to log into the system for the first time.

WARFIGHTER-FOCUSED, GLOBALLY RESPONSIVE, FISCALLY RESPONSIBLE SUPPLY CHAIN LEADERSHIP



From: ProcurexInc.com Administrator [mailto:admin@ProcurexInc.com]

Sent: Wednesday, July 1, 2015 2:48 PM

To: c.111schmidt@ce.com

Subject: ProcurexInc.com Registration - Approved



Your company has been approved on the DLA's Procurex sourcing system. If you did not register your company yourself, the DLA has registered your company for you, using the email address they have on file, from a Solicitation response, Cage Code, and data from the System for Award Management (SAM).

The DLA uses the Procurex Reverse Auction Pricing Tool (RAPT) system (dla.procurexinc.com) to conduct Reverse Auctions among the respondents to Bid Solicitations. A Reverse Auction is an online live competitive pricing event to enable bidders to compete for to win DLA awards in a fair and transparent fashion.

OVERVIEW OF THE DLA REVERSE AUCTION PROCESS:

When a DLA Reverse Auction is created, you will receive a separate email with instructions for how to bid. (Please ensure that your email system has @procurexinc.com as an approved sender to ensure proper receipt to your In Box and not blocked as Spam or placed in your Junk Mail folder.) Your Solicitation response price(s) will be pre-entered by the DLA Buyer as part of the event set up. In the Reverse Auction event, you will be able to view your bid and the Lowest Bid submitted among all respondents. During the live reverse auction, you will be able to reduce your bid price as many times as you wish as the auction progresses in order to maximize your chance of winning the award. You must login and Accept the Reverse Auction Event invitation in order to view the details of the event - date and time of the live Reverse Auction, the line item(s), your initial bid price, the lowest bid submitted among all bidders thus far, and all other parameters of the event.

There is no cost at all to use the DLA Procurex RAPT and no "winning bidder" fee.

Our goal is to make your experience with Procurex as easy as possible.

 $Set your password using following link: \underline{http://dla.procurexinc.com//Registration/111UpdatePassword.aspx?code=60f5ce12-f3dd-4028-9766-1f81d887f9b6}$

To login, use your email address (c.111schmidt@ce.com) and password you set using above link.



Registering as a New Supplier



- First time log on to Procurex click the New Vendor? Link
- If not the first time Use your email and password to log in



Registering as a New Supplier

lote: Bold items are requir	Company Registration : Step 1 of 2
	ed fields
Company Name:	
Ouns Number:	
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Navigating within the Procurex Site

- Once you login to the website, familiarize yourself with the site by reviewing the training tutorials that are available.
 - View "Training Tools" by selecting "Seller Software Training"
 - This is a Vendor/Supplier User Guide brief that will provide instructions in submitting bids (instructions show sample auction and may not reflect exact screens used in Aviation auctions)
- To Bid in an event, go to the "Event Tools"
 - Select "Accept/View/Bid in Events"
 - Select your auction of choice (i.e. solicitation number)
 - View parameters and terms of the auction

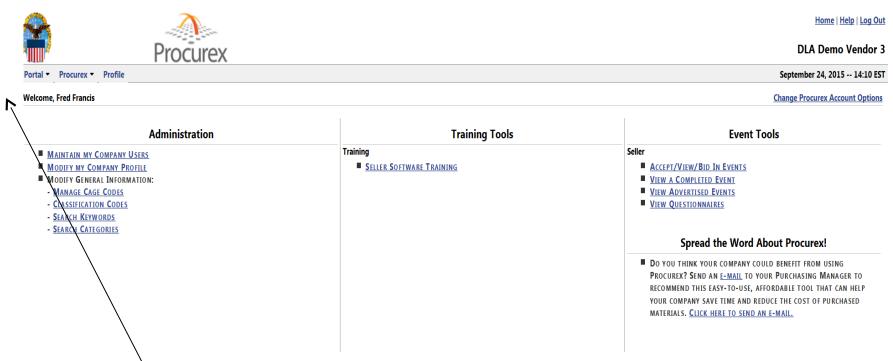


Navigating within the Procurex Site (continued)

- To allow additional users from your company to have access to the auction, go to "Administration" on the home page after you log in:
 - Select "Maintain my company users" to add additional contacts
- If you have questions regarding the following:
 - Solicitation—contact the buyer.
 - Auction—contact the Primary Point of Contact listed in Contacts
 - DLA Aviation's Reverse Auction Program dlaavnrevauc@dla.mil



Adding New or Additional Users



Click on "Maintain My Company Users" link located under the "Administration" section to allow additional users from your company to have access to the auction.



Adding New or Additional Users

Company:	DLA Demo Vendor 3				
First Name: *					
Last Name: *					
Salutation:					
Position:					
Address:					
City:					
State/Province:	(choose one)				
County:	(choose one)	▼			
Zip/Postal Code:					
Country:	UNITED STATES	▼			
Phone Number: *		(eg. 555-555-5555)			
Fax Number:		(eg. 555-555-5555)			
Email Address: *					
	Company Administr	rator			
Permissions:	Procurex Seller				
Permissions:	Procurex Viewer View Dashboard				
	View Linked Accour	nts			







Home | Help | Log Out

DLA Demo Vendor 4

October 24, 2012 -- 16:54 EST

Notes:

- To sort the list of events, click on the column header that you wish to sort by.
- To reverse the sort order, click on the same column header again.

Current Events

Procurex Profile

Event Status	Туре	Response	Number	Event Name	Company	Pre-bid Start Date	Pre-bid End Date	Start Date
Activated	AUCTION	No Answer	[00018-00062]	Training 10/26/2012 GCP	DLA Aviation	n/a	n/a	10/26/2012 11:00 (EST)
Suspended	AUCTION	Accepted	[00018-00117]	SPM400Training 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 10:55 (EST)
Suspended	AUCTION	Accepted	[00018-00118]	Test Fixed auction 10.19.2012 (Training Event)	DLA Aviation	n/a	n/a	10/19/2012 11:15 (EST)
Activated	AUCTION	No Answer	[00020-00003]	Supervisory KOs (Training Event)	DLA Distribution	n/a	n/a	10/25/2012 09:30 (EST)
Suspended	AUCTION	No Answer	[00021-00007]	SP0600-13-R-XXXX Mock (Training Event)	DLA Energy	n/a	n/a	10/05/2012 10:41 (EST)
Suspended	AUCTION	No Answer	[00022-00009]	Miscelleanous Parts PR # 0012345678 SPM7MC-12-Q-1234 (Training Event)	DLA Land and Maritime	n/a	n/a	09/13/2012 13:45 (EST)

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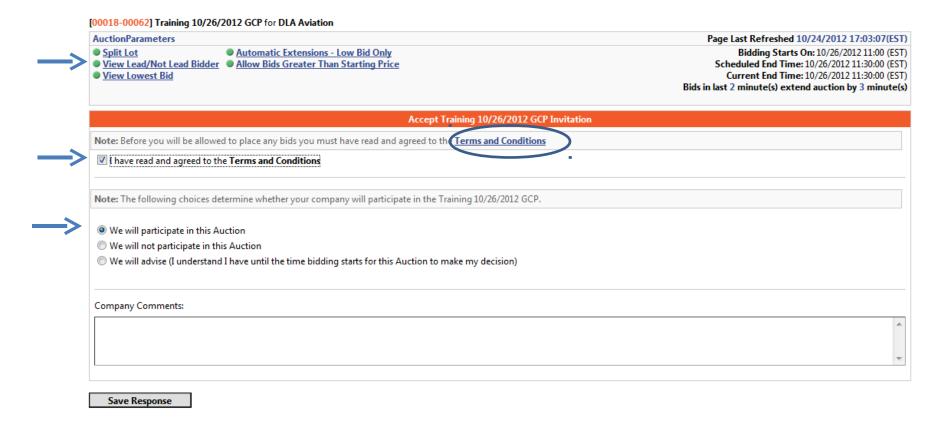
For comments and questions email service@ProcurexInc.com. You may also contact us by phone at 1-866-412-7161 (toll free).

Note: This site uses pop-up windows for functionality purposes. Pop-up blockers could cause needed windows to not appear. Please disable your pop-up blockers for our site.

You are viewing the dla.procurexinc.com reverse auction portal powered by www.Procurexinc.com

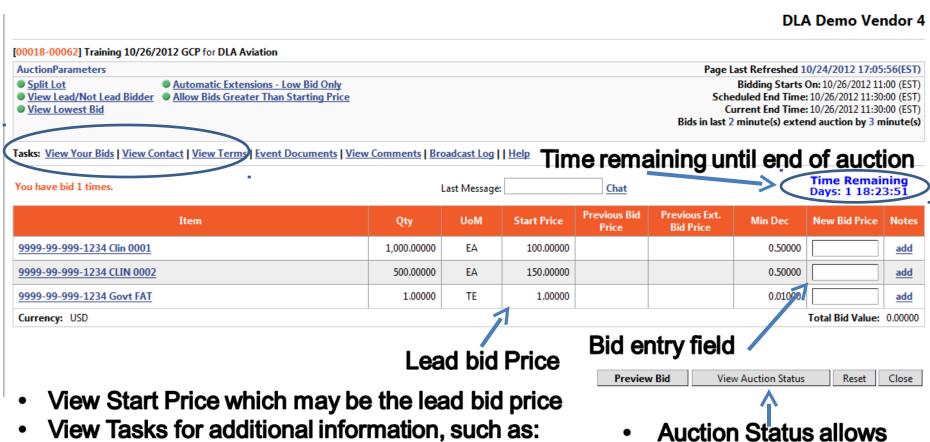
 After selecting "Accept/View/Bid in Events", select the specific "EVENT NAME" you want to bid in; usually titled by solicitation number





- Review Auction Parameters
- View and agree to the Terms and Conditions
- Select if you will participate





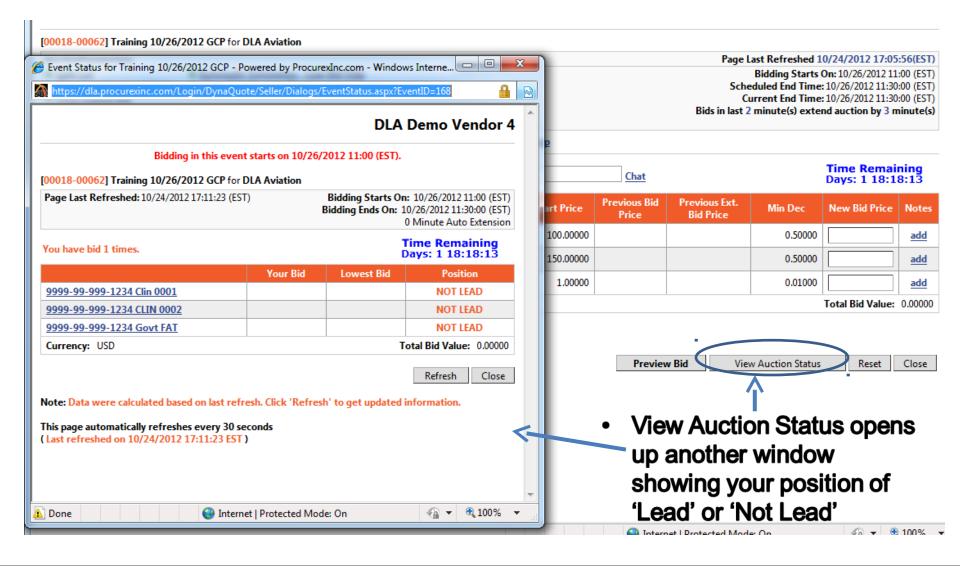
 Auction Status allows you to see your prices in comparison to the Lead bid Price

View terms of the auction

View Contacts (included Primary POC)

View Your Bids



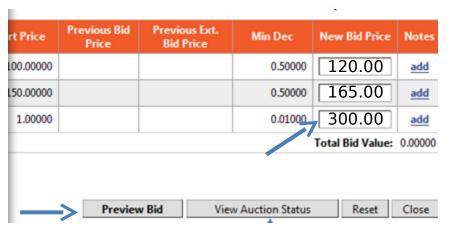




3 Steps to Bid:

Press "Place Bid" to save your bid.

- 1) Input your price(s)
- 2) Select "Preview Bid" to verify prices
- Click "Place Bid"



Qty	UoM	Start Price	Previous Bid Price	Min Dec	New Bid Price	Total Bid Price	Notes
1,000.00000	EA	100.00000		0.50000	120.00000	120,000.00000	
500.00000	EA	150.00000		0.50000	165.00000	82,500.00000	
1.00000	TE	1.00000		0.01000	300.00000	300.00000	
					Tota	Rid Value: 202.80	00000

Place Bid Revise Bid Reset Close

 In order to submit your price you <u>must Note</u>: An error message may appear at bottom of page, e.g. price entered did not meet minimum decrement or price entered is higher than your initial offer. If so re-enter the correct price, preview, and place bid again.

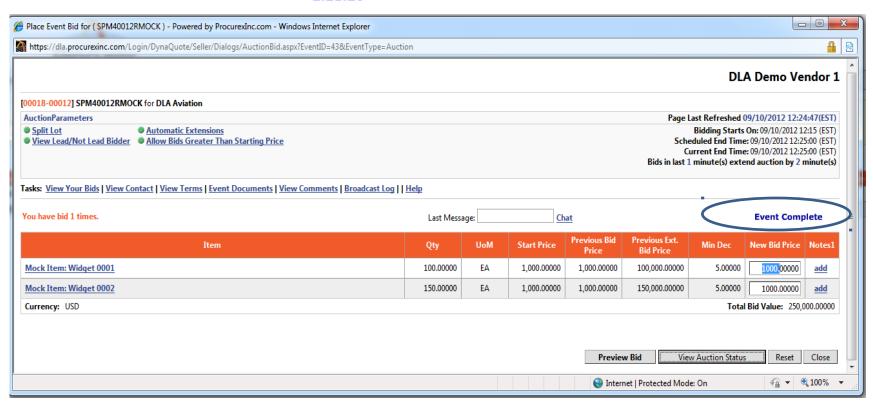


- Automatic Extensions may occur if lead bids are submitted within the last few minutes of the auction
- Once the bids have stopped and the auction has ended, it will show as completed
- Status of Auction: 'Time Remaining', 'Suspended', or 'Event Complete'

Time Remaining 2:21:26

The Event Is Suspended

Event Complete





QUESTIONS???

DEFENSE LOGISTICS AGENCY AMERICA'S COMBAT LOGISTICS SUPPORT AGENCY

